



Who should attend

Anyone who needs to develop negotiating or influencing skills within a partnership or within their own management chain.

Duration

1 Day

Influencing Beyond Authority

Purpose of the workshop

Influencing and negotiation skills enable you to achieve your results whilst keeping everyone on your side. This is particularly important when dealing with partnerships or line management where 'authority' can often become a barrier. This workshop gives a structured methodology and a range of skills and techniques for simple or high level negotiations. You will gain a range of strategies to adopt for exerting influence to help achieve your desired outcomes. You will learn how to analyse strengths and weaknesses, how to research the other party's position, and how to negotiate and exert influence in a tactful but successful way. The workshop will enable participants to influence peers and senior managers, and considerably enhance inter departmental relationships.

Outcomes

- To understand the concept of negotiating and influencing
- To be able to effectively negotiate in a Win-Win situation
- To be able to differentiate between negotiating and influencing
- To identify behaviours, their effects and the situations in which they are most relevant and powerful
- To understand the limits of authority and how to influence stakeholders that are beyond authority
- To apply communication techniques that enhance influencing outcomes
- To plan a strategy for a forthcoming negotiating or influencing scenario

